

"Behold, now is the
acceptable time; behold,
now is the day of salvation."
II Cor. 6:2

LeTourneau
University

**Faith brings
us together.
Ingenuity sets
us apart.**

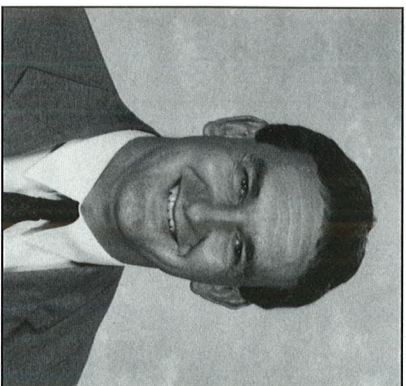
LEARN

Fall Enrollment Increases 53%

This year fall semester enrollment increased 53% reaching a record level of 1570, higher than ever before. This includes 858 traditional college students, up 70 from last year, and 712 adult students in the LEAP program (LeTourneau Education for Adult Professionals), an increase of 474 over last year.

Regarding traditional students, Roger Kieffer, dean of enrollment management attributes the dramatic gains to six key factors.

1) In recent years LeTourneau has increased the amount of institutionally funded financial aid to \$1.2 million. This increase makes LeTourneau competitive with other Christian colleges and state universities in which prospective students are interested.



Roger Kieffer
Dean of Enrollment Management

2) The admissions process at LeTourneau is built on an enrollment management model. This means the information and counseling originating in several departments on campus are brought together in one office making the admissions process faster, easier and more understandable for the prospective student. This naturally leads to the third factor.

3) The LeTourneau admissions staff takes a very personal approach to student recruitment. Admissions counselors are well trained and are able to answer any questions from prospective



Admissions counselors, Rodney Stanford and Laura McCarthy track applicants on the map of the United States. Each admissions counselor is responsible for contacting prospective students in an assigned territory. Thousands of inquiries are received every year.

students or their parents.

Last year every inquiry from a prospective student received a phone call from an admissions counselor or student helper.

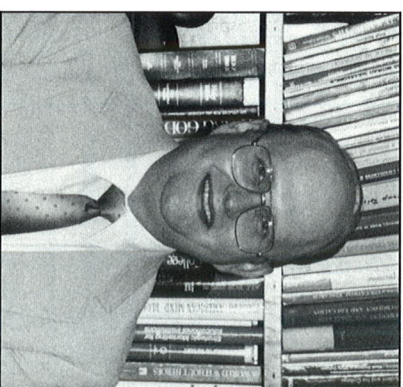
Students who progress to the application stage and beyond are in telephone contact with their admissions counselor as often as necessary throughout the admissions process to insure they are kept informed about the progress of their application and to insure the process goes smoothly.

4) The recognition of LeTourneau by U.S. News and World Report in their 1990 issue of Top Colleges in the U.S. raised the credibility of the institution in the eyes of prospective students and resulted in more inquiries and applications.

5) The overall improvements at the University in recent years in things like the appearance of the campus, design of recruitment materials and emphasis on personalized marketing has had a positive effect in recruitment.

6) LeTourneau is drawing more students from Texas and especially East Texas. Students from the Texas increased from 209 in 1990 to 261 this year, an increase of 52 students.

"The increase in enrollment is not based on gimmicks or trendy programs," says Kieffer. "We are committed to providing accurate information about the University and its programs and to be service-minded in all of our dealings with prospective students and their families. This approach will insure the long-term success of our recruitment program and



Dr. LaVerne Ludden
Dean of Adult and Continuing Studies

will contribute to enrollment stability over the long haul."

The adult LEAP program totaled the largest enrollment increase this year. Adults who have completed two years of college credit and who have four years of work experience related to the Bachelor of Business Management degree offered through the LEAP program, can complete their degree in 18 months. For many

the LEAP program is the opportunity of a lifetime.

"There are several hundred thousand people in East Texas who fit that profile," states Dr. LaVerne Ludden, dean of adult and continuing studies. "For most people the LEAP program is a means of self improvement that will translate into greater

opportunity and advancement in the workplace. For others, major structural changes in the national economy and all of the cutbacks and layoffs that have accompanied it have put their jobs in jeopardy. Completing a degree is one way for them to increase the potential for job security."

The Dallas metropex continues to be the area where LEAP is experiencing the fastest growth. LeTourneau currently has

campuses at four sites: on the main campus in Longview; in Tyler, approximately 40 miles west of Longview; a Dallas site located at I-635 and Montfort; a site in the suburb of Bedford, about 22 miles west of Dallas; also two corporate sites including the Peterbilt Company in Denton and E-Systems Corporation in Greenville, Texas.

Because of the growing demand for adult education additional sites are being considered for LEAP campuses. Also, planning and development is underway which will lead to the announcement of a masters level degree program in the near future.

Advertising and recruitment for both the traditional and LEAP programs emphasize the Christian commitment and principles which are the foundation for all LeTourneau programs.

Total enrollment is expected to continue growing in the years ahead.

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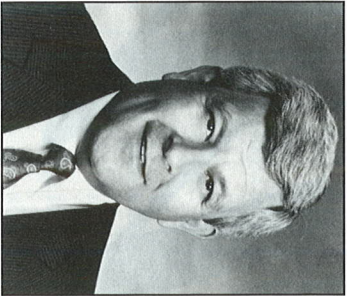
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The President's Annual Report



Dr. Alvin O. Austin

Preparing this annual President's report for the alumni and friends of LeTourneau University is always an enjoyable opportunity for me. It gives me the chance to reflect back over the events and activities of the past year and bring into a holistic perspective all of the various elements of the University. As I assess the "State of the University" at this point in our history, I am encouraged about the overall progress that we are making as an institution and am most optimistic about our future. As one of our nation's smaller, independent, Christian schools, I believe that we are among those that are "on the move." What makes me feel this way?

RECORD STUDENT ENROLLMENT

While many institutions continue to feel the impact of declining numbers of college students, and we had our turn at this decline in the early 1980's, we have seen steady progress in the growth of our enrollment during the past four years. Modest increases the past several years in the regular traditional programs blossomed into a strong increase of almost nine percent this fall as numbers went from 788 to 858. We registered the largest freshman class since 1982. In addition, our adult degree program in Business Management has found a phenomenal reception. At the beginning of the Fall term 1990, we had 238 non-traditional students enrolled on our Longview campus and at our off-campus centers in Tyler and Dallas. This year we have 712 students and have a fourth off-campus location in Bedford. Our total enrollment grew from 1026 to 1570, an increase of fifty-three percent. It is most encouraging to see the results of a growing group of students and families saying, "a LeTourneau education is for me."

Applications are already running strong for next year. Additionally, our Board of Trustees has approved our offering graduate level programs for the first time for the Fall of 1992. We expect to offer a Master's in Business Administration and a Master's in Engineering Management program.

NEW PEOPLE

I often say "LeTourneau University is People." While we need facilities and equipment to accomplish our mission, we would not be the distinctive, quality, values-driven, Christian university that we are if it weren't for our most capable, dedicated faculty and staff. As we regularly interview our graduating seniors and ask them what components of LeTourneau University have had the most positive impact upon them, they invariably say, "the faculty and staff." To an already fine group we have added some truly outstanding faculty and staff this year. As I participate in the interview process and then as we offer employment agreements to our top employee candidates, I am always amazed as God calls quality new persons to join our team.

RECOGNITION OF THE QUALITY OF A LETOURNEAU EDUCATION

While we believe that a LeTourneau education is truly outstanding, it is always good to look to outsiders to provide some confirmation of these qualities. This past year we received a strong dose of affirmation. U.S. News and World Report, in its Fall, 1990 edition of the Best Colleges in America, listed LeTourneau as one of the "Top Ten" regional liberal arts colleges in the Western U.S. Out of the 3,300 colleges in America, only 300 are listed in the Peterson's Guide to Competitive Colleges, less than ten percent of the total, and LeTourneau again made this select listing. We received reaffirmation for our full accreditation after a visit by the Southern Association of Colleges and Schools. We also were reaffirmed by the Engineering Accreditation Council of the Accrediting Board for Engineering

and Technology (ABET). This specialized accreditation for Engineering is most difficult to achieve and we would be among the smallest universities to hold such accreditation.

ACCOMPLISHMENTS OF OUR STUDENTS

At a time when the nation mourns the declining standardized test scores of its students, LeTourneau students continue to score higher. The average SAT score for entering students this year was 1045, the highest ever and substantially higher than the national average of 896. While we have sought to attract strong students we have not desired to be an academically elitist institution for only the best and the brightest. We provide opportunities for others who are highly motivated to make the most of their potential. We also have five National Merit Finalists among our student body. These are students who score in the top one-half of one percent of the nation.

Our graduating engineering students take the Engineering in Training (EIT) exam as a preliminary step to professional engineering licensure. The national pass rate on this test is approximately sixty percent. Over the past ten years, ninety-seven percent of our students have passed this test on their first try.

This past year our aviation students won, for the fifth year in a row, the Texas state championship in the Aviation Technology Marathon. A team of LeTourneau students won first place in the Institute for Electrical Engineering Education (IEEE) design competition this past year edging out such institutions as Texas A&M and the Air Force Academy. Our graduating students continue to be highly sought after by employers. Within two months of last springs graduation, more than eighty-five percent of all students registered with our placement office had obtained full-time positions.

FINANCIAL RESOURCES

As an institution that receives no federal, state or denominational subsidies and is largely dependent

upon student tuition and fees and gifts from alumni and friends to cover the cost of providing quality educational programs, we are always on the "razor's edge" in seeking to match our revenues with our expenditures. We work extremely hard at being good stewards of our resources and take seriously the need to live within our income level. Sometimes this has meant painful cuts to the budget. However, for each of the past five years we have been able to balance the budget and avoid any new borrowing for operations or capital purposes. And we praise the Lord for his blessings and for the support of our alumni and friends in helping to make this possible.

This year we ended the year with a very modest surplus, \$4,312 on a budget of \$11.5 million. However, we were able to cover not only our operating costs but also to address some deferred maintenance including replacing two roofs, paint several buildings, replace four vehicles that had an average mileage of 150,000 miles, purchase \$55,000 of instructional computer equipment, \$38,000 of additional academic equipment, and buy several pieces of much needed maintenance equipment. In the past five years we have sought to offset the growing cost of education with additional financial support for our students in the form of more need-based financial aid and merit scholarships. This past year the total dollars awarded by LeTourneau University to needy and worthy students was \$1,930,809. This included \$1,060,446 of direct LeTourneau University awards. The total amount awarded increased by \$445,097 from the previous year. Approximately eighty percent of all students qualified for some form of financial assistance. This growing need to help make a private Christian college affordable is one of the challenges that only our friends and supporters can help us achieve. While our costs remain moderate (44th out of the 81 Christian College Coalition Colleges), and our program offerings in many areas (e.g. Engineering and Aviation) are very expensive, we find that the aggregate documented financial need of our students grows faster than do our resources to meet these needs.

CAPTURE THE VISION CAMPAIGN BROUGHT TO A SUCCESSFUL CLOSURE (ALMOST)

June 30 saw the official completion of our three-year Capture the Vision capital campaign. Much of the detail for this was given to you in the last NOW but let me rejoice again that we went over the \$7.0 mark against our base goal of \$5.7 million. This last year's giving was \$1,677,729, second only in our recent history to the \$2.2 million that we received in 1989, the first year of the Campaign. Even though we went over our base target, the additional demand for aid for students utilized all of the additional funds and prevented us from achieving preliminary funding on a new campus student center.

Within the Campaign we did achieve the goal of \$2.0 million for our new academic center, Longview Hall. Unfortunately, the cost escalated to \$2.6 million and we must raise the remaining \$591,000 during the next eight months to cover the costs of the interior finishes, furniture, equipment and landscaping. We have received funding in excess of \$640,000 in gifts and short-term pledges that will allow us the opportunity to break ground immediately for major construction on the central campus mall. This project, funded

by Board of Trustee member, Elliot Belcher of Brent, Alabama in memory of his wife, Jeannette, will include a carillon tower that will bring a sense of unity and a spiritual tone to the entire campus. The carillon instrument and four cast bronze bells have been funded by Mr. and Mrs. Paul E. Glaskie of Macon, GA. Paul Glaskie is Chair of our Board of Trustees. Through the efforts of Mr. Glaskie, President of the Blue Bird Body Company, and the Rainbow Foundation, the University has recently received a new 32 passenger bus. The Luce family, the founders of Bluebird Body Company and the Rainbow Foundation, have supported LeTourneau and many other worthy causes for many years. Other major in-kind gifts include \$25,000 in state-of-the-art welding equipment from Hobart Brothers Company. Barney Burks, an alum, assisted in the acquisition of this major gift.

Scot Industries of Lone Star, Texas has donated more than thirty computers to aid in the academic and administrative affairs of the University.

We want to thank each person, not just those who are listed in this issue of NOW, for their many contributions, big and small, in cash, stock, land, equipment or other in-kind donations. LeTourneau could not survive, much less excel at what we seek to accomplish, if we did not have

your help and encouragement.

FACILITIES

The big news for the year was the groundbreaking for Longview Hall, our new academic center that will house the divisions of Math and Computer Science, Business, Adult and Continuing Education programs and the offices of the Vice President for Academic Affairs. This 32,000 square foot structure moves us out of W.W.II army barracks and into modern offices, classrooms and laboratories for these outstanding components of our institution. We anticipate we will move in during the summer of 1992.

We also saw some minor renovations to our Aviation Technology laboratory space, the Admissions offices, and the current Business department classroom area.

SPIRITUAL CLIMATE OF THE CAMPUS

I leave this assessment to last, not because it is the least important for, in fact, the spiritual component of a LeTourneau education is what is most important, the element that makes us most distinctive and the ultimate reason for our existence. It is the core of our mission...

"Faith brings us together, ingenuity sets us apart." However, measuring the spiritual tone of the

students, faculty and staff is one of the more difficult things to do. Spiritual thermometers can't be bought at the local drug store.

Difficult as it may be to objectify a faith analysis, there are many indicators that evidence the vitality of the faith of the institution. Perhaps the best reflector of spiritual earnestness is the number of students who are involved in the spontaneous or student led faith-related activities on the campus. I rejoice at the number of student motivated Bible study and prayer groups on the campus. On several dorm floors these have led to a real revival of spiritual commitment and changed lives.

The response to faculty led devotionals and discipleship groups is very positive. Chapel involvement, while attendance is required, reflects a deepening desire for spiritual teaching, worship and fellowship.

Student involvement in Christian service opportunities, (I like to call this putting feet to the faith) is at

unprecedented highs. This last Spring break more than 300 students went on mission outreach trips to Mexico and to several other ministry sites. This fall more than 300 students participated in our third "Operation Clean Sweep." Our students adopted nine homes in the poorer sections of our community and re-roofed, repaired siding and porches, replaced windows and screens and painted these houses for the needy of our community. And

they did this in the name of Christ. Others are involved in ministry at the Highway 80 Rescue Mission, in nursing home ministry, and in a "Big Sibling" program at Foster Middle School for students who are deemed "at risk."

SUMMARY

I think you can see from my report that we have much going on at LeTourneau University for which we are both righteously proud and humbly grateful. Our faculty and staff are deeply committed and work extremely hard to try to make many of these good things happen. Nevertheless, we are constantly aware that our efforts, no matter how diligent or noble, would be for naught if God were not guiding and directing them. We thank Him for the blessings of the year and we thank you, our partners in His service, for your support and your prayers.

Hobart Brothers Donates Equipment



William Kleihorn, associate professor of engineering, and John Galiano, director of alumni relations, were among the first to inspect a gift of 8 new welding machines and related equipment and filler metals valued at \$25,000. Hobart Brothers is a world leader in the welding industry. The gift came to LeTourneau primarily through the efforts of three men, R. T. Lefever, executive vice president of Hobart Brothers, Russ Becker, director of sales and marketing for Hobart Brothers and LeTourneau alumnus Barney Burks, regional manager for Hobart. Hobart is one of many companies which make periodic gifts to the university because they recognize the quality of LeTourneau programs and have had good experiences in hiring LeTourneau graduates.

ENTERING FRESHMAN STATISTICS

ENROLLMENT - TOP 15 STATES

Texas 261
Pennsylvania 68
Illinois 37
California 31
New York 31
Ohio 28
Florida 23
Minnesota 21
New Jersey 19
Indiana 18
Oregon 18
Colorado 17
Michigan 17
Washington 17
Virginia 15

ENROLLMENT - TOP 10 OTHER NATIONS

Canada 8
Bahamas 6
South Korea 4
Switzerland 3
Uganda 3
Ecuador 2
Kenya 2
Nigeria 2
Spain 2
Sri Lanka 2

STUDENTS DENOMINATIONAL PREFERENCE - TOP 10

Baptist 279
Ch. & Miss. Alliance 57
Bible Church 47
Assembly of God 43
Evangelical Free 32
Independent 25
Methodist 22
Catholic 15
Grace Brethren 14
Lutheran 14

With Gratitude and Thanks

The following individuals and organizations made contributions to LeTourneau University during the period July 1, 1990 to June 30, 1991. We are deeply appreciative of each and every gift, and for the many friends who make it possible to carry on the work of educating Christian young people. Rest assured that your gifts are used in a manner consistent with the sacrifice that accompanies them. If we missed your name or made some other mistake, please inform us so we can make a correction.

PRESIDENT'S CIRCLE

Initiated in 1987, members of the President's Circle contribute \$1,000 or more per year to the Annual Fund.

Friends

LEVELS OF DONOR RECOGNITION

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\$1000 or more undesignated

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\$1000 or more designated, or planned gift.

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PRIMARY SOURCES OF CASH CONTRIBUTIONS 1990-1991

Trustees 23%

\$385,597

Faculty/Staff 1.8%

\$29,423

Alumni 9.4%

\$158,547

Corp./Found. 35.7%

\$598,743

All Others 30.1%

\$505,419

Total 100%

\$1,677,729

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